Job Posting – Sales Development Representative

MicroAge Belleville is an independently owned MSP (Managed Solution Provider) part of one of Canada's leading network of IT solution providers. We have been a trusted IT partner for organizations in the greater Quinte area since 1984.

The ideal candidate will have a strong understanding of the sales process, excel at researching leads, embrace technology and while fostering relationships. You should be a quick learner with strong communication skills and can showcase our offerings in a compelling way.

Duties & Responsibilities:

- Proactively seek new business opportunities in the market
- Utilize a CRM, social media, cold calling, and email to generate new sales opportunities
- Move Organizations from "Prospect" to "Client"
- Set up recurring meetings with clients to review and enhance services
- Identify prospect's needs and work with our Technical team to propose solutions
- Report to manager with weekly, monthly, and quarterly results

Requirements:

- Adhere to Company Values
- Proficiency with a CRM and Microsoft Office
- Min of 2 years of sales experience, with a history of exceeding lead targets
- Proven creative problem-solving approach and strong analytical skills
- Strong desire to drive business growth and increase income

Preferred Qualifications:

- Experience in selling IT Products including computers, servers, printers, VoIP and general network equipment
- Understand the paramount challenges of IT security and data protection
- Ability to explain M365 Features and Licensing
- Understanding of the Business climate in the Quinte region

This position is responsible for new business development and increasing MicroAge's market share and will require reaching out to and developing business in new and unique areas.

MicroAge offers benefits and a flexible and friendly work environment. Please forward your resume with salary expectations to info@microagebelleville.ca